

# Investor Presentation August 2024

### **Forward Looking Statements**

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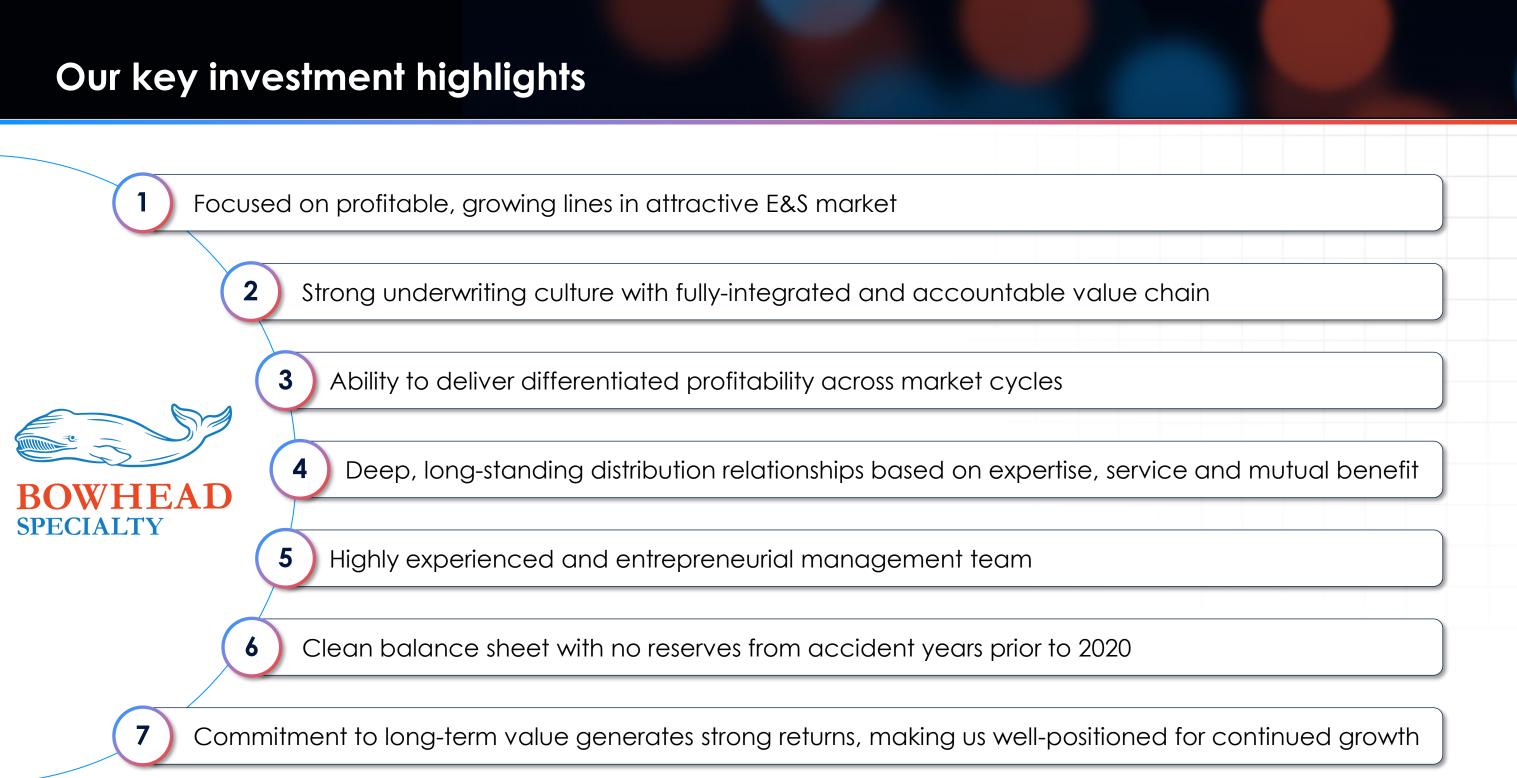
Unless otherwise indicated, information contained in this presentation concerning our industry and the markets in which we operate, including our general expectations, market position and market opportunity, is based on our management's estimates and research, as well as industry and general publications and research, surveys and studies conducted by third parties. Industry publications, studies and surveys generally state that they have been obtained from sources believed to be reliable, although they do not guarantee the accuracy or completeness of such information. We believe that the information from these third-party publications, research, surveys and studies included in this presentation is reliable. Management's estimates are derived from publicly available information, their knowledge of our industry and their assumptions based on such information and knowledge, which we believe to be reasonable. This data involves a number of assumptions and limitations which are necessarily subject to a high degree of uncertainty and risk due to a variety of factors. These and other factors could cause our future performance to differ materially from our assumptions and estimates.

This presentation contains references to our trademarks and service marks and to those belonging to other entities. Solely for convenience, trademarks and trade names referred to in this presentation may appear without the ® or TM symbols, but such references are not intended to indicate, in any way, that we will not assert, to the fullest extent under applicable law, our rights or the rights of the applicable licensor to these trademarks and trade names. We do not intend our use or display of other companies' trade names, trademarks or service marks to imply a relationship with, or endorsement or sponsorship of us by, any other companies.

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This presentation contains certain financial measures that are not presented in accordance with generally accepted accounting principles in the United States ("U.S. GAAP"). Under U.S. securities laws, these measures are called "non-GAAP financial measures." We use these non-GAAP financial measures give our management and other users of our financial information useful insight into our underlying business performance. You should not rely on these non-GAAP financial measures are useful in evaluating our business, this information should be considered supplemental in nature and is not meant to be an alternative to our reported results prepared in accordance with U.S. GAAP. In addition, other companies, including companies in our industry, may calculate such measures differently, which reduces their usefulness as comparative measures. For a reconciliation of such measures in which the necessary information is not available and cannot be obtained without unreasonable efforts) to comparable U.S. GAAP financial measures, see the Appendix of this presentation.







### Bowhead: Who we are



# BOWHEAD **SPECIALTY**

Growing and profitable E&S focused specialty P&C business founded and led by industry veteran, Stephen Sills, and supported through a strategic partnership with American Family Mutual Insurance Company, S.I. ("AmFam")

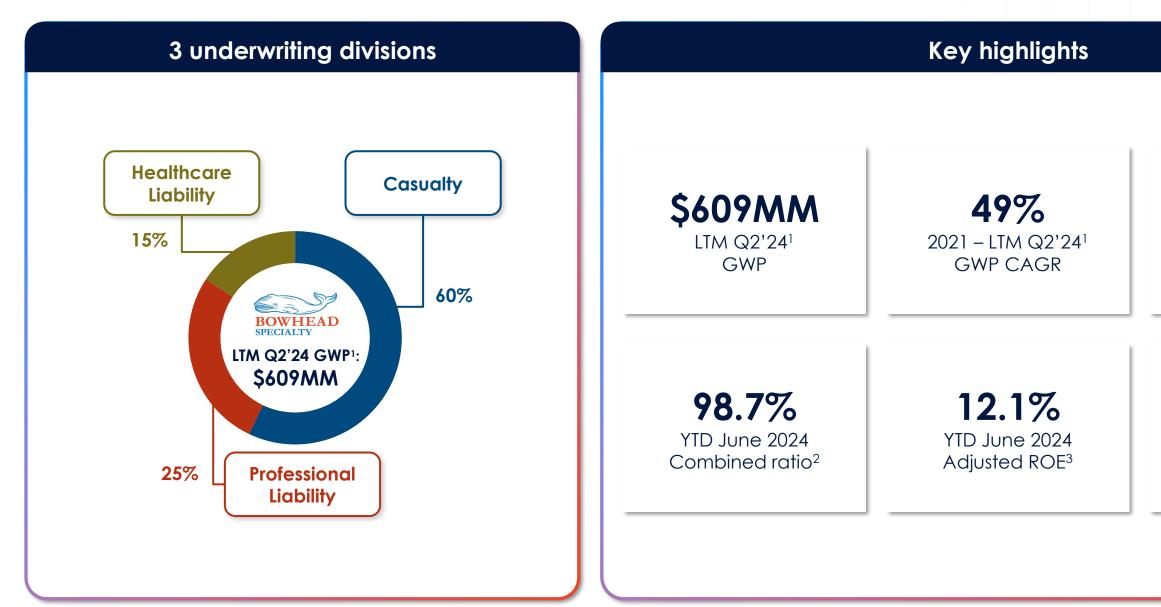
**Underwriting-first** culture led by people with proven track records

<u>"Craft"</u> solutions in attractive markets with strong tailwinds

<u>Sustainable</u> underwriting across market cycles



### Bowhead: By the numbers



Note: <sup>1</sup> Last twelve months ("LTM") ended June 30, 2024; <sup>2</sup> Combined ratio for the six months ended June 30, 2024 was comprised of a 65.5% loss ratio and a 33.2% expense ratio. The loss ratio is based on loss picks informed by industry data rather than only using internal data from our limited operating history. Movement in loss ratio from last year reflects a shift in the mix of our business to a greater percentage of our book being in Casualty, where industry loss ratios have deteriorated. We did not take down any reserves, nor did we experience any loss activity in excess of our own expectations. The expense ratio is impacted by the continued investment in our business and a \$1.3 million acceleration of remaining stock-based compensation costs associated with management's profit interest through operating expenses; <sup>3</sup> YTD June 2024 adjusted ROE is calculated as adjusted net income divided by the average of mezzanine and stockholders' equity as of December 31, 2023 and June 30, 2024. For the six months ended June 30, 2024, adjusted net income is annualized to arrive at adjusted ROE. Adjusted ROE was impacted by the \$147.8 million increase in mezzanine and stockholders' equity and a \$3.2 million reduction in after tax net income as a result of our initial public offering; <sup>4</sup> Leadership team includes Stephen Sills, David Newman, Jeff Saunders, Daniel Gamble and Lainie Dorneker.

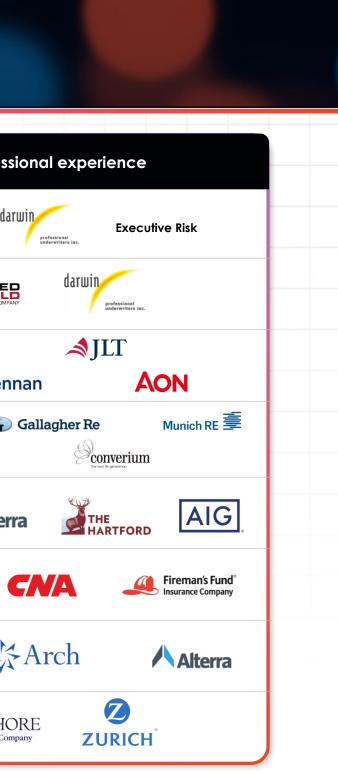


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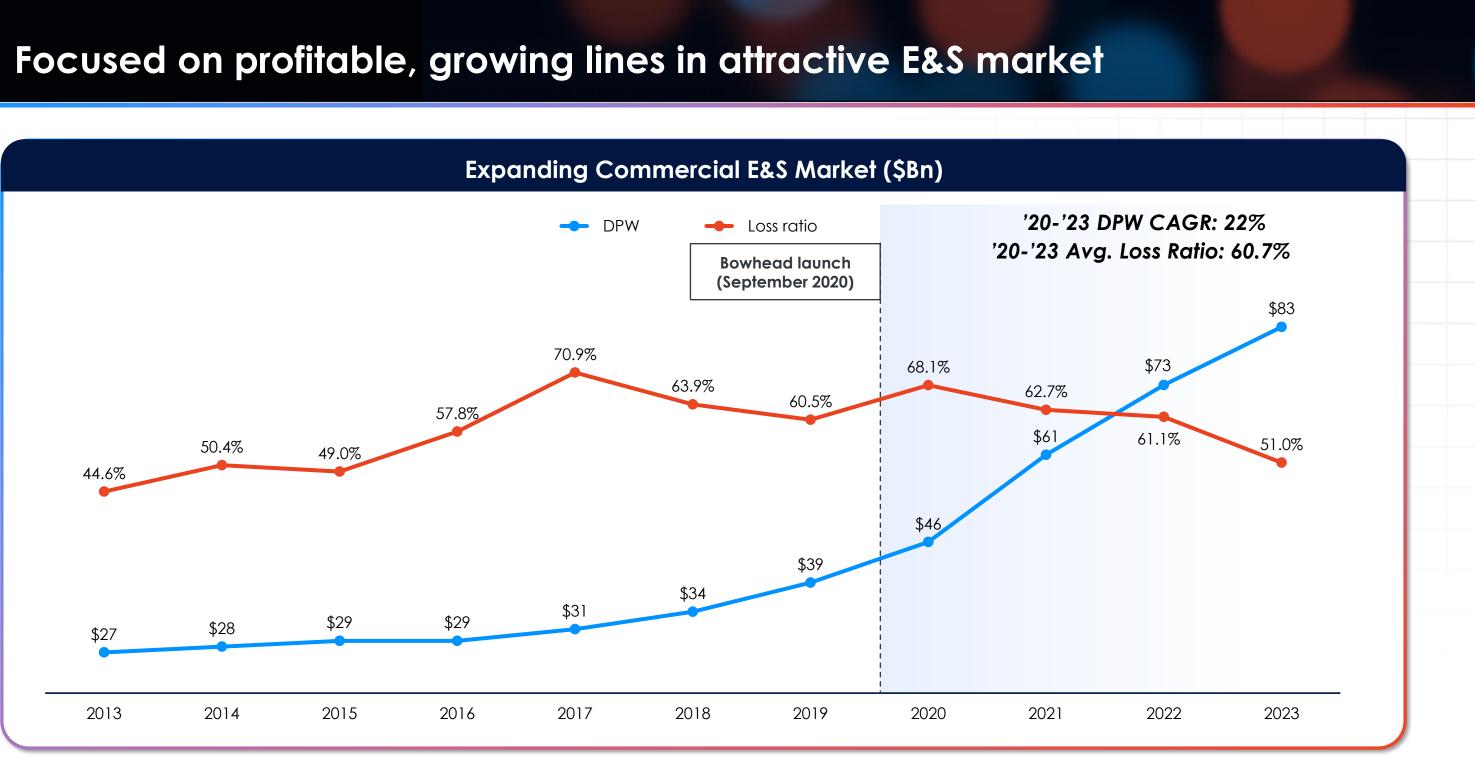
Average years of experience of leadership team<sup>4</sup>

## Highly experienced and entrepreneurial management team

Name and position	Years of industry experience	Leadership role prior to joining Bowhead	Prior profess
<b>Stephen Sills</b> Founder and CEO	48	Chairman and CEO of CapSpecialty	CapSpecialty dar
<b>David Newman</b> Chief Underwriting Officer	45	Chief Underwriting Officer of Allied World's Global Markets division	
<b>Brad Mulcahey</b> Chief Financial Officer	21	Chief Financial Officer of Berkley Select, a division of W.R. Berkley Corp	Berkley Select
<b>Maria Morrill, P.H.D., FCAS</b> Chief Actuary	24	Senior Vice President at Allied World	SUBANCE COMPANY
<b>Chris Butler, JD</b> Head of Claims	20	Managing Director, Professional Liability Claims at Markel	
<b>Jeff Saunders</b> Head of Casualty	36	Head of Wholesale at Navigators Group	A BRAND OF THE HARTFORD
<b>Dan Gamble</b> Head of Professional Liability	30	Managing Director, Management & Professional at Markel	MARKEL
<b>Lainie Dorneker, JD</b> Head of Healthcare Liability	20	President of IronHealth, Ironshore's Healthcare Professional Liability and Financial Lines division	



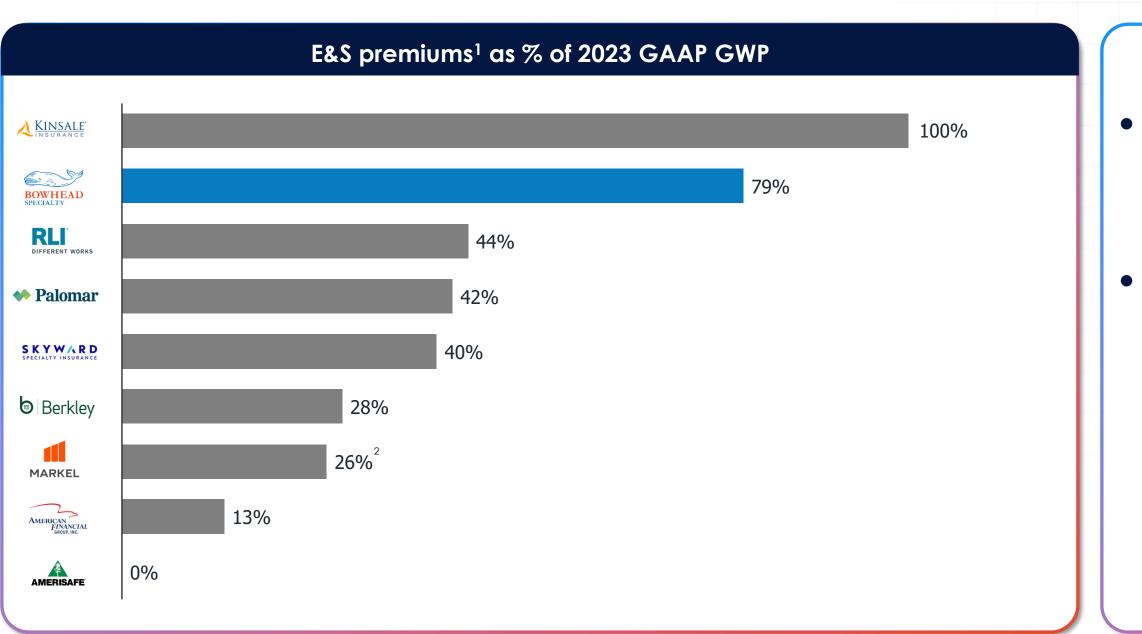




Source: S&P Global; Note: E&S premiums sourced per S&P Global based on license types in Schedule T of statutory filings



# Focused on profitable, growing lines in attractive E&S market (cont'd)



Source: S&P Global; Note: <sup>1</sup> Represents 2023 statutory direct written premiums; <sup>2</sup> Markel U.S. GAAP GWP includes program services and fronting; <sup>3</sup> For the year ended December 31, 2023; <sup>4</sup> Represents Other Liability: Occurrence, Other Liability: Claims Made and Medical Professional Liability: Claims Made

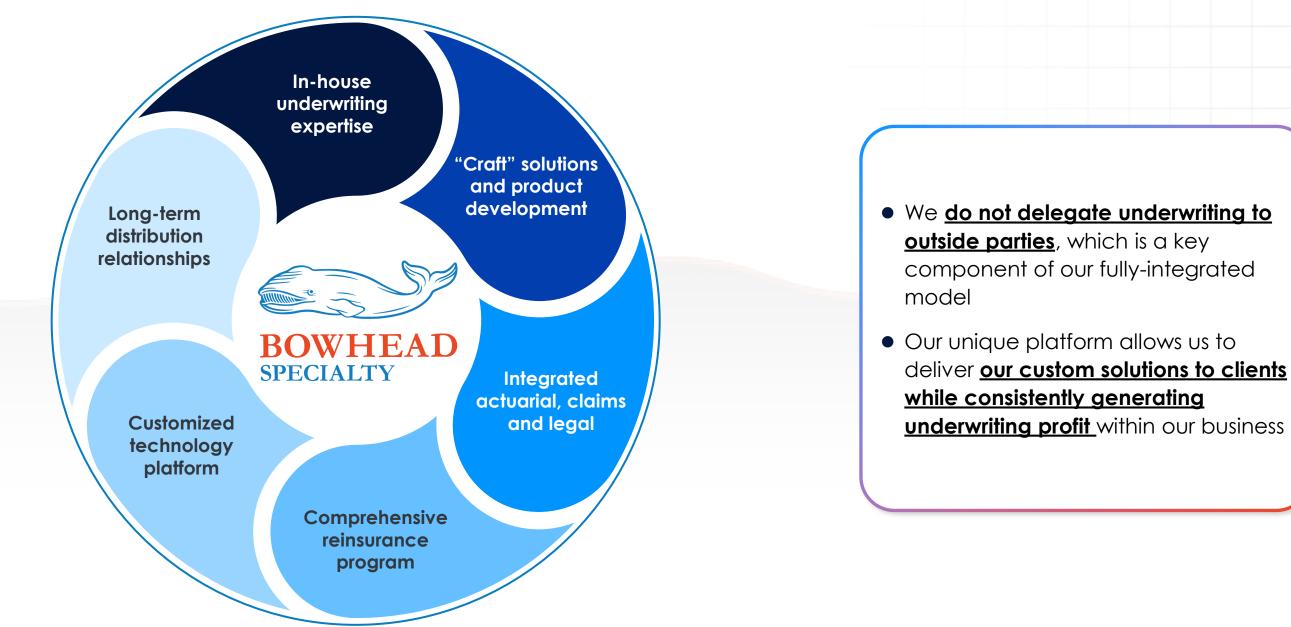
### We are focused on profitable and growing lines within <u>the ~\$83</u> <u>billion U.S. commercial</u> <u>E&S market<sup>3</sup></u>

#### • Our target markets<sup>4</sup>

have undergone meaningful dislocations and <u>have</u> <u>outperformed the</u> <u>broader U.S.</u> <u>commercial E&S</u> <u>market by an average</u> of 4 loss ratio points <u>since 2019</u>



### Strong underwriting culture with fully-integrated and accountable value chain

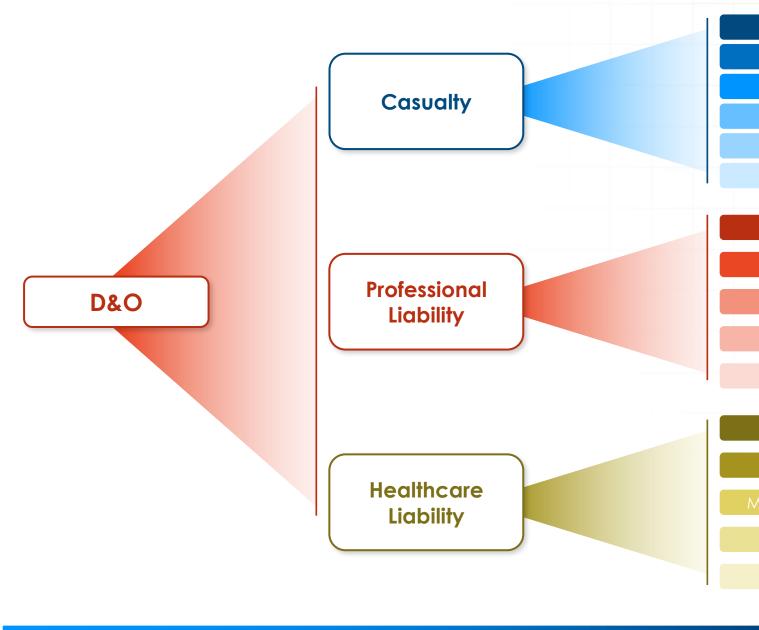




# Ability to deliver differentiated profitability across market cycles

# Underwriting matters—and is our key value proposition

- Highly experienced team with previous leadership positions at leading insurance companies
- Specific subject matter experts with proven track records of generating underwriting profits within the lines they write
- Created primary capabilities across all our products as part of cycle management strategy
- Strong and disciplined underwriting culture built around rigorous analytical tools ("BRATs") and crossfunctional collaboration ("Roundtables")



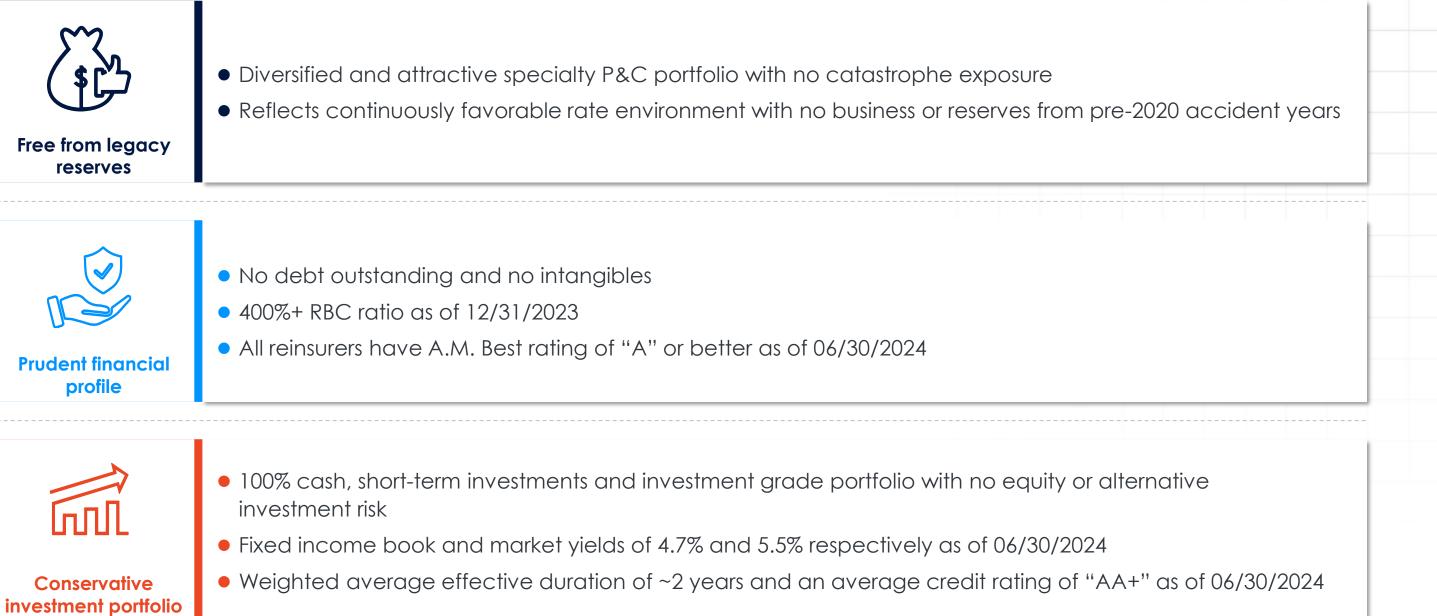
**Products at Founding** 

Note: <sup>1</sup> Excess Other includes Public Entity

Excess Practice
Excess Other <sup>1</sup>
Excess Projects
Primary Projects
Primary Practice
Primary Other
Financial Institutions
Public D&O
Cyber
E&O
Private D&O
Hospitals
Senior Care
Aiscellaneous Medical Facilities
Managed Care
HCML
Products Today



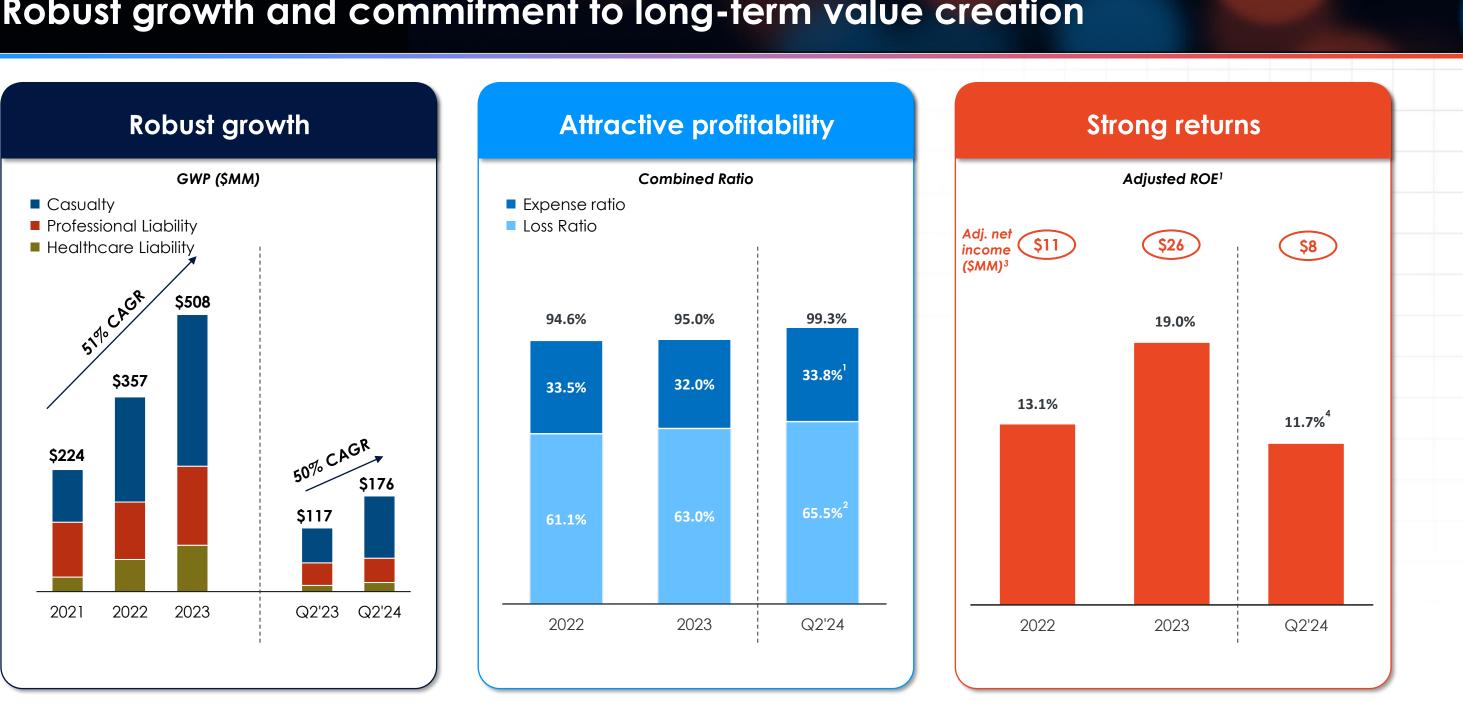
### Clean balance sheet with no reserves from accident years prior to 2020







### Robust growth and commitment to long-term value creation



Note: 1 Expense ratio for the three months ended June 30, 2024 was impacted by the continued investment in our business and a \$1.3 million acceleration of remaining stock-based compensation costs associated with management's profit interest through operating expenses; <sup>2</sup> Loss ratio for the three months ended June 30, 2024 are based on loss picks informed by industry data rather than only using internal data from our limited operating history. Movement in loss ratio from last year reflects a shift in the mix of our business to a greater percentage of our book being in Casualty, where industry loss ratios have deteriorated. We did not take down any reserves, nor did we experience any loss activity in excess of our own expectations; <sup>3</sup> Non-GAAP financial measure. See "Non-GAAP" Reconciliation" on slide 19 for a reconciliation of the non-GAAP financial measure in accordance with the most comparable U.S. GAAP measure; <sup>4</sup> Adjusted ROE for three months ended June 30, 2024 was impacted by the \$213.2 million increase in mezzanine and stockholders' equity and a \$3.0 million reduction in after tax net income as a result of our initial public offering.

## Well-positioned for continued growth

#### Bowhead's long-term growth strategy balances existing "craft" underwriting strategy with "flow" business launched in 2024

#### Bowhead ("Craft")

Individual, custom underwriting of large, complicated risks

- 100% of existing book
- Go-to-market brand: Bowhead Specialty
- Lines: Casualty, Professional Liability and Healthcare Liability
- Distribution: Wholesale and retail
- Paper: Admitted and non-admitted
- Underwriting-first culture
- Expertise-driven, customized approach for each risk
- Individualized underwriting with collaborative roundtables



#### Baleen ("Flow")

Streamlined underwriting of small, hard-to-place E&S risks

- New capability launched late in Q2 2024
- Go-to-market brand: Baleen
- Products: Launching our Minimum Viable Product, General Liability for contractors
- Distribution: Major wholesale partners
- Paper: Non-admitted
- Maintain 100% control of underwriting; no delegated authority
- Set clear appetite and rules criteria during product development
- Straight-through processing delivers instant quotes

#### Growth levers for both "craft" and "flow" business

Grow market share through superior industry relationships

Benefit from rate increases in some lines Expand account size and/or geographic appetite as market allows

Add new distribution relationships Develop new products within existing lines





# Financials



# Summary historical financials

#### **Condensed Income Statement**

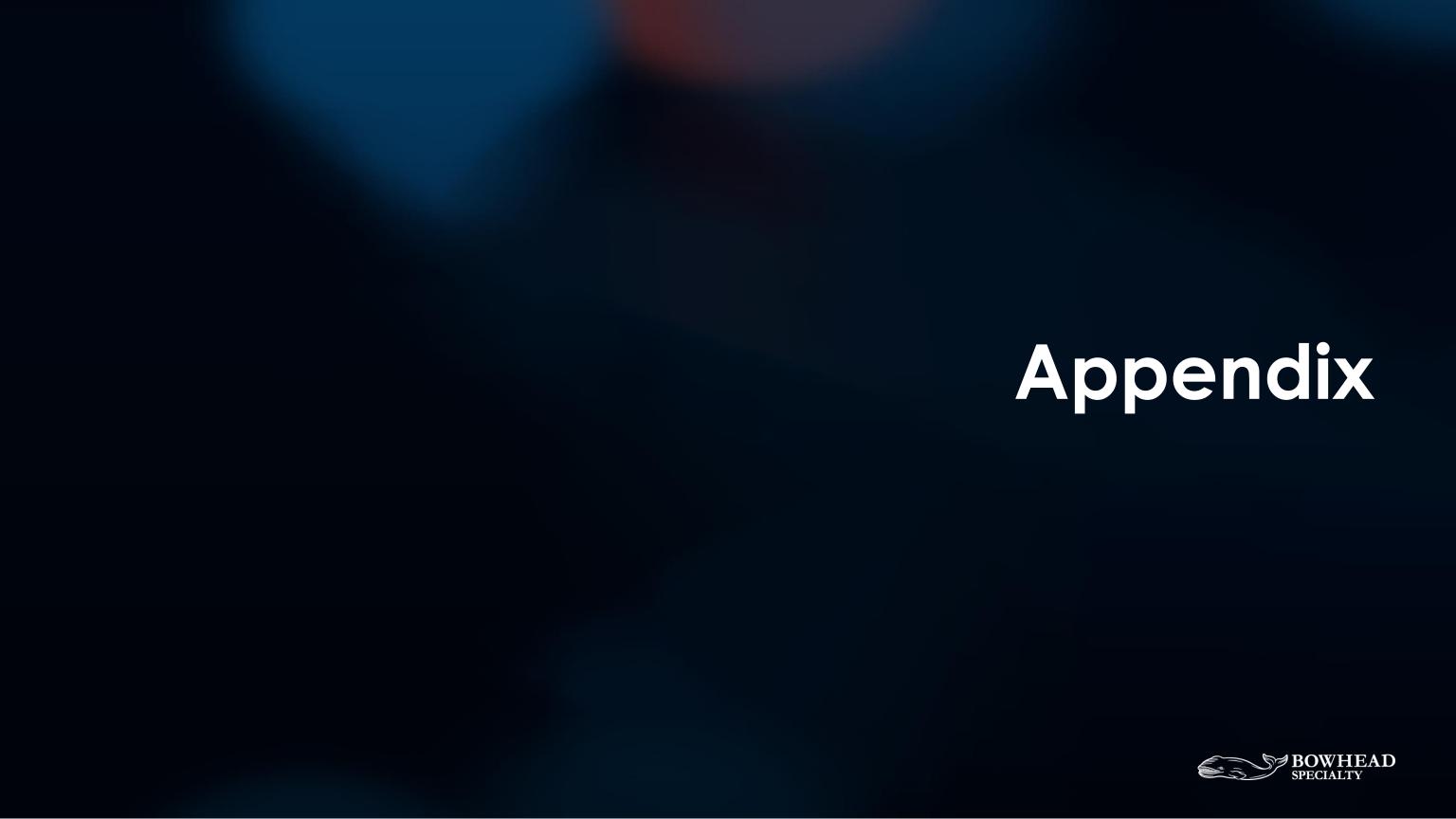
percentages and per share data)		For the yea	rs ended	Three months e	nded
		December 31,	December 31,	June 30,	June 30,
Revenues:		2023	2022	2024	2023
Gross written premiums	\$	507,688	356,948	175,539	116,742
Net written premiums		334,672	245,114	112,053	76,432
Net earned premiums		263,902	182,863	90,087	61,374
Net investment income		19,371	4,725	8,777	4,048
Total revenue	\$	283,398	187,602	98,898	65,453
Net losses and loss adjustment expenses	\$	166,282	111,761	59,018	37,409
Net acquisition costs		20,935	15,194	7,582	4,960
Operating expenses		63,456	45,986	22,855	14,616
Non-operating expenses		630	-	1,481	
Warrant expense		-	-	332	
Credit facility interest expenses and fees		-	-	224	-
Foreign exchange (gains) losses		(20)	-	(4)	8
Total expenses	\$	251,283	172,941	91,488	56,993
Net income	\$	25,047	11,256	5,533	6,555
Key Operating and Financial Met	rics				
Underwriting Income <sup>1</sup>	\$	14,035	9,922	2,128	4,389
Adjusted net income <sup>1</sup>	\$	26,152	11,256	7,880	6,56
Loss ratio		63.0%	61.1%	65.5%	61.0%
Expense ratio		32.0%	33.5%	33.8%	31.9%
Combined ratio		95.0%	94.6%	99.3%	92.8%
Return on equity <sup>2</sup>		18.2%	13.1%	8.2%	22.2%
Adjusted return on equity <sup>1,2</sup>		19.0%	13.1%	11.7%	22.2%
Diluted earnings per share	\$	1.04	0.47	0.20	0.27
Diluted adjusted earnings per share <sup>1</sup>	\$	1.09	0.47	0.28	0.27

#### **Condensed Balance Sheet**

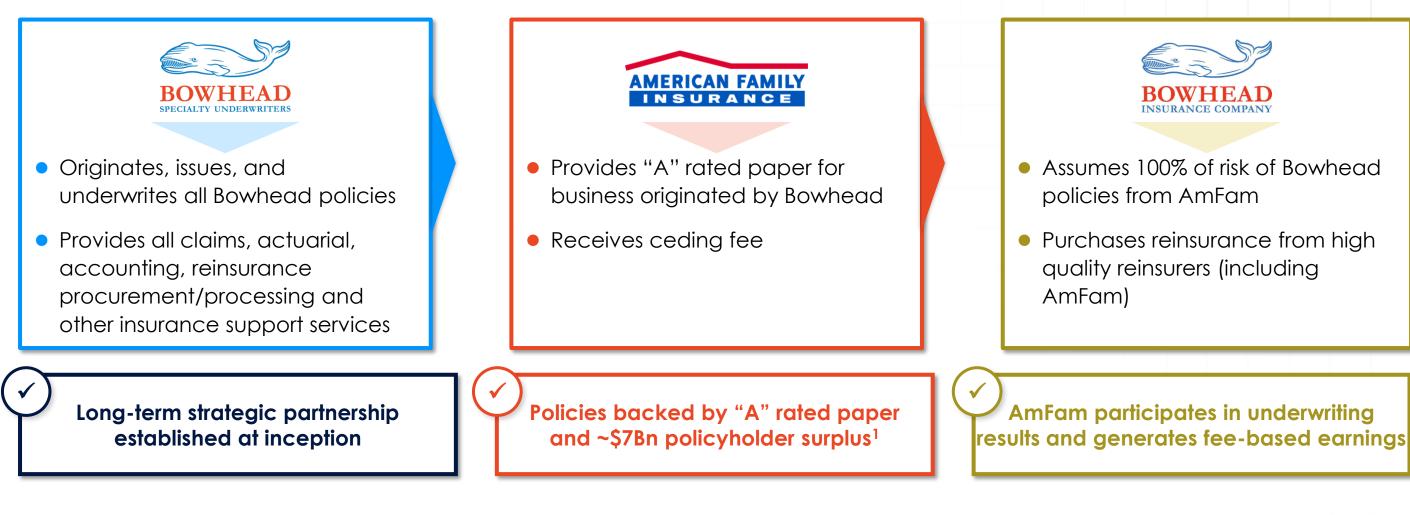
	As of	As of	As of
(\$ in thousands)	June 30, 2024	December 31, 2023	December 31, 2022
Fixed maturity securities	\$ 706,199	554,624	236,888
Short-term investments	12,712	8,824	46,035
Total investments	\$ 718,911	563,448	282,923
Cash and cash equivalents	180,324	118,070	64,659
Restricted cash and cash equivalents	18,494	1,698	15,992
Accrued investment income	6,728	4,660	1,231
Premium balances receivable	69,495	38,817	29,487
Reinsurance recoverable	192,025	139,389	63,531
Prepaid reinsurance premiums	133,992	116,732	74,541
Deferred policy acquisition costs	24,564	19,407	13,672
Property and equipment, net	7,481	7,601	6,050
Income taxes receivable	1,320	1,107	
Deferred tax assets, net	17,071	14,229	11,281
Other assets	24,768	2,701	1,840
Total assets	\$ 1,395,173	1,027,859	565,207
Reserves for losses and loss expenses	\$ 587,905	431,186	207,051
Unearned premiums	391,802	344,704	231,743
Reinsurance balances payable	45,767	40,440	23,687
Income taxes payable	29	42	1,517
Accrued expenses	11,287	14,900	12,028
Other liabilities	18,472	4,510	5,807
Total liabilities	\$ 1,055,262	835,782	481,833
Total mezzanine and stockholders' equity	\$ 339,911	192,077	83,374
Total liabilities and stockholders' equity	\$ 1,395,173	1,027,859	565,207

Notes: <sup>1</sup> Non-GAAP financial measure. See "Non-GAAP Reconciliation" on slide 19 for a reconciliation of the non-GAAP financial measure in accordance with the most comparable U.S. GAAP measure; <sup>2</sup> For the three months ended June 30, 2024 and 2023, net income and adjusted net income are annualized to arrive at return on equity and adjusted return on equity.





### Our partnership with AmFam





# **Non-GAAP** reconciliation

	For the yea	rs ended	Three mon	ths ended
(\$ in thousands)	December 31, 2023	December 31, 2022	June 30, 2024	June 30, 2023
Income before income taxes	\$ 32,115	14,661	7,410	8,460
Adjustments:				
Net investment income	(19,371)	(4,725)	(8,777)	(4,048)
Net realized investment gains	-	-	(2)	-
Other insurance-related income	(125)	(14)	(32)	(31)
Non-operating expenses	630	-	1,481	-
Warrant expense	-	-	332	-
Credit facility interest expenses and fees	-	-	224	-
Foreign exchange (gains) losses	(20)	-	(4)	8
Strategic initiatives <sup>1</sup>	 806	-	1,496	-
Underwriting income	\$ 14,035	9,922	2,128	4,389

		Fo	or the ye	ars ende	∋d	Th	ree mor	nths ende	ed
(\$ in thousands)		Decem	nber 31, )23	December 31, 2022		June 30, 2024		June 30, 2023	
		Pre- Tax	After- Tax	Pre- Tax	After- Tax	Pre- Tax	After- Tax	Pre- Tax	After- Tax
Income as reported	\$	32,115	25,047	14,661	11,256	7,410	5,533	8,460	6,555
Adjustments:									
Net realized investment gains		-	-	-	-	(2)	(2)	-	-
Non-operating expenses		630	630	-	-	1,481	1,481	-	-
Foreign exchange gains (losses)		(20)	(20)	-	-	(4)	(4)	8	8
Strategic initiatives <sup>1</sup>		806	806	-	-	1,496	1,496	-	-
onalogic initiativos							,		
Tax impact		-	(311)	-	-	-	(624)	-	(2)
•	\$	33,531	(311) <b>26,152</b>	- 14,661	- 11,256	10,381		- 8,468	(2) <b>6,561</b>
Tax impact	Ş		1 - 1	,			(624) <b>7,880</b>	- 8,468 ths ende	6,561
Tax impact Adjusted net income (\$ in thousands, except	\$		26,152 the year ber D	,	er 31,		(624) 7,880 ee mon		6,561 d
Tax impact Adjusted net income	\$	For	26,152 the year ber D 23	rs ended	er 31,	Thr	(624) 7,880 ee mon	ths ende	6,561 d
Tax impact Adjusted net income (\$ in thousands, except percentages)		For Decem 31, 20	<b>26,152</b> the year ber D 23	rs ended ecembe 2022	1 <b>er 31</b> ,	Thr June 30,	(624) 7,880 ee mont 2024	lhs ende	<b>6,561</b> d <b>0, 2023</b> 45
Tax impact         Adjusted net income         (\$ in thousands, except percentages)         Adjusted net income <sup>2</sup> Average mezzanine and		For Decem 31, 20 26,15	<b>26,152</b> <b>the year</b> <b>ber D</b> <b>23</b> 52 26	rs ended ecembe 2022 11,25	er <b>31</b> ,	<b>Thr</b> <b>June 30</b> , 31,5	(624) 7,880 ee mont 2024 19	<b>June 30</b> 26,2	<b>6,561</b> d <b>0, 2023</b> 45
Tax impact         Adjusted net income         (\$ in thousands, except percentages)         Adjusted net income <sup>2</sup> Average mezzanine and stockholder's equity		For Decem 31, 20 26,15 137,75	<b>26,152</b> <b>the year</b> <b>ber D</b> <b>23</b> 52 26	rs ended ecembe 2022 11,25 86,050	er <b>31</b> ,	Thr June 30, 31,5 270,5 11.7	(624) 7,880 ee mont 2024 19 551 %	ths ende June 30 26,2 118, <b>22.2</b>	6,561 d 0, 2023 45 144 2%
Tax impact         Adjusted net income         (\$ in thousands, except percentages)         Adjusted net income <sup>2</sup> Average mezzanine and stockholder's equity		For Decem 31, 20 26,15 137,7 19.05	<b>26,152</b> <b>the year</b> <b>ber D</b> <b>23</b> 52 26	rs ended ecembe 2022 11,250 86,050 <b>13.1</b> %	er 31, 6 0	Thr June 30, 31,5 270,5 11.7	(624) 7,880 ee mont 2024 19 551 %	ths ende June 30 26,2 118,	6,561 d 0, 2023 45 144 2%
Tax impact         Adjusted net income         (\$ in thousands, except percentages)         Adjusted net income <sup>2</sup> Average mezzanine and stockholder's equity		For Decem 31, 20 26,15 137,7 19.05	26,152 the year ber D 23 52 26 % the year ber D	rs ended ecembe 2022 11,250 86,050 <b>13.1</b> %	er 31,	Thr June 30, 31,5 270,5 11.7	(624) 7,880 ee mont 2024 19 551 % ee mont	ths ende June 30 26,2 118, <b>22.2</b>	6,561 d , 2023 445 144 2% d
Tax impact         Adjusted net income         (\$ in thousands, except percentages)         Adjusted net income <sup>2</sup> Average mezzanine and stockholder's equity         Adjusted return on equity         (\$ in thousands, except per share data)         Adjusted net income		For Decem 31, 20 26,15 137,7 19.05 For Decem	26,152           the year           ber         D           23           32           26           %           the year           ber         D           26           %           ber         D           23         D           32         D           32         D           33         D	rs ended ecembe 2022 11,256 86,056 13.17 rs ended recembe	I	Thr June 30, 31,5 270,5 11.7 Thr	(624) 7,880 ee mont 2024 19 551 % ee mont 2024	ths ender June 30 26,2 118, <b>22.2</b> ths ender	6,561 d 0,2023 45 144 2% d
Tax impact         Adjusted net income         (\$ in thousands, except percentages)         Adjusted net income <sup>2</sup> Average mezzanine and stockholder's equity         Adjusted return on equity         (\$ in thousands, except per share data)	\$	For Decem 31, 20 26,15 137,7 19.09 For Decem 31, 20	26,152           the year           ber         D           23         22           26         27           27         26           76         27           26         76           the year         26           76         27           26         76           ber         D           23         23           32         32           32         32	rs ended 2022 11,25 86,05 13.1% rs ended ecembe 2022	I	Thr June 30, 31,5 270,5 11.7 Thr June 30,	(624) 7,880 ee mont 551 % ee mont 2024 0	ths ende June 30 26,2 118, <b>22.2</b> ths ende June 30	6,561 d , 2023 45 144 2% d , 2023 d , 2023

Note: 1 Strategic initiatives represents costs incurred to set up our Baleen Specialty division, which is recorded in operating expenses within the Condensed Income Statement. The costs incurred primarily represent expenses to implement the new platform and processes supporting the Baleen Specialty division; <sup>2</sup> For the three months ended June 30, 2024 and 2023, adjusted net income is annualized to arrive at adjusted return on equity.

